# **KREC Approved Continuing Education Providers**

Schools are listed alphabetically. Scroll through the pages to find available courses by school.

19	st Attempt	(At Your Pace On	line)			
	531 NE F Stre	-	Code @YourP		Alternate Locat	tion/Contact Inf
	Grants Pass,	OR 97526	Tony Bowers			
	www.ayporea	<u>lestate.com</u>	contact@atyourpaceonline.co	<u>om</u>	(= 44)	
	Phon∈(877) 72	24-6150	Tim Bell		(541) 647-2092 tim@atyourpag	
	Fax					
	Course O	_		Hours	Classroom	Distance
	E15617	Equality and Money in	Real Estate	6		•
	E15618	Fair Housing, Financing	ng & Legal Agreements	9		•
	M15624	Required Salespersor	a & Broker Core	3		✓
	MB5621	Required Broker Core	: Trust Account & Brokerage Mgm	t 3		<b>✓</b>
26	n Training	Com				
30	<b>30 Training</b>	ac Expwy Ste 100	Code 360		Alternate Local	tion/Contact Inf
	Austin TX 787	• •	Dini Nash			
	www.agentca	mpus.com	dini.nash@360training.com		faisal.sarosh@	360training.c
	Phone (888) 36	60-8764	Lin Gomez			
	Fax (512) 85	53-2657	lin.gomez@360training.com			
	Course O	offerings		Hours	Classroom	Distance
	A15457	Estimating the Gross	Living Area	3		✓
	A15460	Real Estate Appraisal		3		✓
	E15454	1031 Real Estate Exc	hange	3		<b>✓</b>
	E15455	Asset Management		3		•
	E15456	Deeds		3		•
	E15458	Home Inspection		3		<b>✓</b>
	E15459	Liens, Taxes and Fore	eclosures	3		<b>✓</b>
	E15461	Real Estate Math		3		<b>✓</b>
	E15462	Real Property Owners	ship and Land Use	3		•
	E15463	Titles and Records	,	3		<b>✓</b>
_						
A		adon Technologie			Alternate Legal	tion/Contact Inf
	640 Scott St	1/0 07447	Code AdvRado Amy Anderson		Alternate Local	lion/Contact ini
	Valley Center	ontechnologies.com	amy@advancedradontechno	logies.co		
	Phone(316) 64			3.23.00		
	Fax					
	Course O	offerings		Hours	Classroom	Distance
	E15592	Radon Education in R	eal Estate	3	<b>✓</b>	

### American School of Real Estate Express, LLC

12977 N Forty Drive Ste 108

St Louis MO 63141

www.realestateexpress.com

Phone (866) 739-7277

Code REEXPR Tom Davidson

StateAdmin@realestateexpress.com

Katelyn Cormak

Alternate Location/Contact Inf

(314) 205-1685

Flax (314) 205-1613		Ratelyti Collilak		katelyn@expre	atelyn@expressschools.co	
Course Offerings			Hours	Classroom	Distance	
A15569	Demystifying Appraisal	s	3		<b>✓</b>	
E15024	Environmental Issues i	n Real Estate	3		<b>✓</b>	
E15025	Fair Housing, the Law	of the Land	3		$\checkmark$	
E15026	Residential Finance		3		•	
E15027	Risky Business - Risk I	Management Techniques	3		<b>✓</b>	
E15028	Working with Seniors		3		<b>✓</b>	
E15029	Working with Diversity		3		<b>✓</b>	
E15030	Short Sales and Forecl	osures	3	✓	$\checkmark$	
E15031	Ethics Training for Tod	ay's Real Estate Agent	3	✓	$\checkmark$	
E15423	Anti-trust and Lead Pai	nt	3		$\checkmark$	
E15535	Basics of Green Bldg f	or Real Estate	3		✓	
E15536	Code of Ethics		3		<b>✓</b>	
E15537	Fair Housing		3		<b>✓</b>	
E15538	How to Work w/Investo	ors-Part 1	3		<b>✓</b>	
E15540	Liens, Taxes & Foreclo	sures	4		<b>✓</b>	
E15541	Mortgages, Loans & La	aws-How They Help Your Client	3		<b>✓</b>	
E15542	Niche Marketing: Narro	w Your Focus	3		<b>✓</b>	
E15543	RE Safety: Protect You	rself During a Showing	3		<b>✓</b>	
E15546	Short Sales		3		<b>✓</b>	
E15547	The Power of the 1031	Exchange: Discover the Value	3		•	
E15548	What RE Pros Need to	Know About FHA	4		<b>✓</b>	
E15568	Common Mistakes Eve	ery Agent Should Avoid	3		<b>✓</b>	
E15570	Give Your Client the G	reen Light: Simple Ways to Green	3		•	
M15021	Required Salesperson	and Broker Core	3		•	
M15539	KS Required Salespers	son & Broker Core	3		✓	
MB5022	Required Broker Core:	Commercial Brokerage Specializat	3		✓	
MB5545	Required Broker Core:	KS Trust Fund Handling	3		✓	
MB5567	Required Broker Core:	Commercial RE from the Beginnin	4		•	

## **Career Education Systems Inc**

8600 Ward Pkwy Ste 2080 Kansas City MO 64114 www.ceskc.com

Phone (800) 748-7715 Fax Code CES Mark Barker

www.cecheap.com

Alternate Location/Contact Inf 727 N Waco Ave, Ste 170 Wichita KS 67202 (Sch Cod (816) 444-7277

Ιαλ				
Course O	<u>fferings</u>	Hours	Classroom	Distance
A15106	Appraisal Essentials	3	✓	
E15037	Selling New Homes in the 2000s	3	✓	
E15038	Showing Homes: Selling Without Misrepresentation	3	✓	
E15039	Organizational Skills for the Fiduciary	3	<b>✓</b>	
E15040	Making Contracts and People Understandable	3	<b>✓</b>	
E15041	Monopoly - It's Not Just a Game Anymore	3	<b>✓</b>	
E15042	Prospecting: Educating the Public About Real Estate Serv	3	<b>✓</b>	
E15043	Financing in the 2000s	3	✓	
E15044	Lawsuits	3	<b>✓</b>	
E15045	Examining Offer: Changing "For Sale" to "Sold"	3	✓	
E15046	Fair Housing - The Issue Isn't Black and White	3	<b>✓</b>	
E15047	Home Styles and Design: What's Old, What's New	3	✓	
E15048	Priced to Sell: It Can Be Done	3	✓	
E15049	The Marketing Process: List to Sell	3	✓	
E15050	New Home Construction	3	✓	
E15051	New Home Construction	3		<b>✓</b>
E15052	Demonstrating Commercial Property with Power	3	✓	
E15053	Pricing Commercial Property with Power	3	✓	
E15054	Building a Real Estate Team	3	✓	
E15055	Understanding Environmental Issues	3	✓	
E15056	Contract for Deed: How to Use Effectively	3	✓	
E15057	Lease Option/Purchase	3	✓	
E15058	Getting Started in Office Property	3	<b>✓</b>	
E15059	Understanding Agency I - Theory and Practice	3	✓	
E15060	Understanding Agency II - Service Delivery (REBAC)	3	✓	
E15061	Understanding Agency III - Marketing and Promotion (RE	3	✓	
E15062	Understanding Agency IV - Relocation/Office Policy (REB	3	✓	
E15063	Commercial Lawsuits: Be Careful Out There	3	✓	
E15064	Commercial Leasing: Plugging Loopholes	3	✓	
E15065	1031 Exchanges	3	✓	
E15066	1031 Exchanges	3		<b>✓</b>

E15067	Contracts	3	✓	
E15068	Home Inspections: Slaying the Deal Killer	3	✓	
E15069	Scruples - A Guide to Ethical Decision Making	3	✓	
E15070	Negotiating	3	✓	
E15071	Real Estate Confronts Reality	3	<b>✓</b>	
E15072	Service Power	3	<b>✓</b>	
E15073	Listing Presentations That Sizzle	3	<b>✓</b>	
E15074	Using Technology to Serve Real Estate Consumers	3	<b>✓</b>	
E15075	Anatomy of a House	3	<b>✓</b>	
E15076	Title Work: Avoiding Problems and Getting Deals Closed	3	<b>✓</b>	
E15077	The Code of Ethics	3	✓	
E15078	The Code of Ethics	3		✓
E15079	Missouri Core Curriculum: Real Property Law	3	✓	
E15080	Missouri Core	3		•
E15081	Non-Risky Business	3	✓	
E15082	Property Management	3	✓	
E15083	Commercial Code of Ethics	3	<b>✓</b>	
E15084	Commercial Missouri Core	3	✓	
E15085	Effective Negotiating for Real Estate Professionals - Part	3	✓	
E15086	Effective Negotiating for Real Estate Professionals - Part	3	✓	
E15087	Creating Wealth Through Residential Investing	3	✓	
E15088	FHA Today	3	✓	
E15089	Closing the Deal	3	✓	
E15090	Survive and Thrive in a Declining Market	3	✓	
E15091	Meth: What Every Agent Should Know	3	✓	
E15092	Meth: What Every Agent Should Know	3		•
E15093	Short Sales and Foreclosures	3	✓	
E15094	Mortgage Fraud and RESPA	3	✓	
E15095	Real Estate Law	4	<b>✓</b>	
E15096	Effective Negotiating	3		•
E15097	Foreclosures and Short Sales	3		•
E15098	Creating Wealth Through Residential Investing	3		•
E15099	Missouri Core: Representation Options	3	<b>✓</b>	
E15100	How to Attract More Buyers and Create More Sales	3	<b>✓</b>	
E15101	Shopping Center Leasing: Going Green and Lease Negot	3	<b>✓</b>	
E15102	Missouri Core: Representation Options	3		<b>✓</b>
E15103	Credit Scores	3	<b>✓</b>	

E15104	Short Sales and Fored	losures: What Real Estate Professi	6	✓	
E15105	Fair Housing		3		<b>✓</b>
E15107	Mortgage Fraud		3	✓	
E15108	Broker Price Opinion F	Resource	6	✓	
E15109	Networking and Real I	Estate	3	✓	
E15110	Staging a Home: Bene	efitting Clients and Customers Alike	3	✓	
E15111	Economic Developme	nt Financing	3	<b>✓</b>	
E15477	Certified Negotiation E	xpert	9	✓	
E15551	Identity Theft		3	<b>✓</b>	
E15552	Representation Option	s in the Commercial Spotlight	3		✓
E15566	Virtual World: Protecti	ng and Promoting Client Interests	3	✓	
M15032	Required Salesperson	& Broker Core	3	✓	
M15033	Required Salesperson	& Broker Core	3		<b>✓</b>
M15557	Required Salesperson	& Broker Core: Commercial Spotli	3		<b>✓</b>
MB5034	Required Broker Core	: Managing Your Brokerage	3	✓	
MB5035	Required Broker Core	Required Broker Core: Experienced Agent Issues			
MB5036	Required Broker Core	Required Broker Core			•
MB5556	Required Broker Core	: Commercial Spotlight	3		•
Cumberland Atlanta GA 30	Center II, 3100 Cumberl 0339 rebschool.com	Learning Corporation) Code CENGA Dana Taulli realestate@careerwebschool.c	<u>om</u>	Alternate Loca	tion/Contact Inf
Find (600) 3		4.100(110 200 202)		dtaulli@oncour	selearning.co
Course C			Hours	Classroom	Distance
E15118	Pricing Property to Se	I	6		<b>✓</b>
E15119	Basic Real Estate Fina	ance	6		<b>✓</b>
E15120	Methods of Residentia	l Finance	6		•
E15121	Tax Advantages of Ho	me Ownership	6		•
E15122	Tax Free Exchanges				<b>✓</b>
E15123	Tax Free Exchanges		3		
	Tax Free Exchanges Ethics in Real Estate		3		✓
E15124					
E15124 E15125	Ethics in Real Estate		3		<b>✓</b>
	Ethics in Real Estate ADA and Fair Housing		3		•
E15125	Ethics in Real Estate ADA and Fair Housing Real Estate Math		3 3 3		•
E15125 E15126	Ethics in Real Estate ADA and Fair Housing Real Estate Math Federal Law and Com	mercial Real Estate	3 3 3 3		
E15125 E15126 E15127	Ethics in Real Estate ADA and Fair Housing Real Estate Math Federal Law and Com RESPA Reform	mercial Real Estate Overview	3 3 3 3		

E15131 Green Home Features			3		<b>✓</b>
E15132	Green Home Construct	tion	6		<b>✓</b>
MB5112	Required Broker Core	- Business Management in a Real	6		✓
MB5113	Required Broker Core	- Commercial Finance and Investm	6		<b>✓</b>
MB5114	Required Broker Core	- Commercial Leases	6		<b>✓</b>
MB5115	Required Broker Core	- Commercial Sales and Exchange	6		<b>✓</b>
MB5116	Required Broker Core	- Principles of Commercial Real Es	3		<b>✓</b>
MB5117	Required Broker Core	- Structuring Ownership in Comme	6		✓
2222 Colony	sh & Associates Plaza ch, CA 92660	Code WALSH Jenny Vita		Alternate Loca	tion/Contact Inf
Phon∈(949) 7 Fax (949) 7	34-4252 06-3502	jvita@sellnewhomes.com			
Course C	Offerings		Hours	Classroom	Distance
E15627	Certified New Home Sp	pecialist - Part One	6	<b>✓</b>	
E15628	Certified New Home Sp	pecialist	9		<b>✓</b>
E15629	Residential Construction	on Certified	9		✓
One Federal St Paul MN 5 Phone (800) 8	5111	Code DVA Tim Knutson timothy.knutson@va.gov		Alternate Loca x3716	tion/Contact Inf
Course C			Hours	Classroom	Distance
E15174	VA Home Loans Educa	ational Seminar	4	<b>✓</b>	
3644 SW Bui Topeka KS 6	6611-2050 realtoreducation.com	Code KAR Rod McIntyre rmcintyre@kansasrealtor.com Diane Denham (785) 267-3610 Ext 2129		Alternate Loca (785) 267-3610 jhovey@kansa	
Course C	Offerings		Hours	Classroom	Distance
E15019	Negotiation		3	✓	
E15020	Stellar Seller Services		3	✓	
E15193	Understanding the Res	sidential Structure (GRI 102R)	9	✓	
E15194	Legal Environment of F	Real Estate (part of GRI 103R)	4	✓	
E15195	Legal Environment of F	Real Estate	4		<b>✓</b>
E15196 Contract Law (part of GRI 103R)				<b>✓</b>	

E15188 Real Estate Investment and Management (GRI 105R) 9					
E15200	E15197	NAR Code of Ethics and Kansas RE License Law - REAL	4	<b>V</b>	
E15201 Introduction to Commercial RE Sales  E15202 Red Flags  E15203 Risk Management  E15204 Uncovering Mold in Real Estate  E15205 Legal Consideration for the Real Estate Professional (GRI 8	E15198	Real Estate Investment and Management (GRI 105R)	9		_
E15202 Red Flags	E15200	Environmental Issues in Your RE Practice	8	_	
E15203 Risk Management  E15204 Uncovering Mold in Real Estate  E15205 Legal Consideration for the Real Estate Professional (GRI 8	E15201	Introduction to Commercial RE Sales	6		
E15204 Uncovering Mold in Real Estate  E15205 Legal Consideration for the Real Estate Professional (GRI 8	E15202	Red Flags	4		
E15205 Legal Consideration for the Real Estate Professional (GRI 8	E15203	Risk Management	4		✓
E15207 Taxation and the Real Estate Professional (GRI 107E)  E15208 Fundamentals of Investment Real Estate  E15209 How to Determine the Valu of a Rental Property  E15210 Fundamentals of 1031 Exchanges  E15211 Relocation is a Team Sport  E15212 Code of Ethics "Behave Yourself"  E15213 Tech Tips GRI 106E  E15214 Outlook E-Marketing Strategies (GRI 106R)  E15215 Fair Housing for the Residential Real Estate Professional  E15216 Client Service: A meeting of the Minds (GRI 108)  E15217 Contract Law and Formation  E15218 Contract Law and Formation  E15219 Don't Come Up Short: Guiding Clients through the Tough  E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Today's Technology for the RE Professional  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15204	Uncovering Mold in Real Estate	4		✓
E15208 Fundamentals of Investment Real Estate  E15209 How to Determine the Valu of a Rental Property  E15210 Fundamentals of 1031 Exchanges  E15211 Relocation is a Team Sport  E15212 Code of Ethics "Behave Yourself"  E15213 Tech Tips GRI 106E  E15214 Outlook E-Marketing Strategies (GRI 106R)  E15215 Fair Housing for the Residential Real Estate Professional  E15216 Client Service: A meeting of the Minds (GRI 108)  E15217 Contract Law and Formation  E15218 Contract Law and Formation  E15219 NAR Code of Ethics and the Kansas Real Estate License  E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an 4  E15232 Finishes: Understanding Houses Inside and Out  E15232 Finishes: Understanding Houses Inside and Out	E15205	Legal Consideration for the Real Estate Professional (GRI	8	✓	
E15209 How to Determine the Valu of a Rental Property  E15210 Fundamentals of 1031 Exchanges  E15211 Relocation is a Team Sport  E15212 Code of Ethics "Behave Yourself"  E15213 Tech Tips GRI 106E  E15214 Outlook E-Marketing Strategies (GRI 106R)  E15215 Fair Housing for the Residential Real Estate Professional  E15216 Client Service: A meeting of the Minds (GRI 108)  E15217 Contract Law and Formation  E15218 Contract Law and Formation  E15219 NAR Code of Ethics and the Kansas Real Estate License  E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15232 Finishes: Understanding Houses Inside and Out	E15207	Taxation and the Real Estate Professional (GRI 107E)	6	✓	
E15210 Fundamentals of 1031 Exchanges  E15211 Relocation is a Team Sport  E15212 Code of Ethics "Behave Yourself"  E15213 Tech Tips GRI 106E  E15214 Outlook E-Marketing Strategies (GRI 106R)  E15215 Fair Housing for the Residential Real Estate Professional  E15216 Client Service: A meeting of the Minds (GRI 108)  E15217 Contract Law and Formation  E15218 Contract Law and Formation  E15219 NAR Code of Ethics and the Kansas Real Estate License  E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15208	Fundamentals of Investment Real Estate	4		•
E15211 Relocation is a Team Sport  E15212 Code of Ethics "Behave Yourself"  E15213 Tech Tips GRI 106E  E15214 Outlook E-Marketing Strategies (GRI 106R)  E15215 Fair Housing for the Residential Real Estate Professional  E15216 Client Service: A meeting of the Minds (GRI 108)  E15217 Contract Law and Formation  E15218 Contract Law and Formation  E15219 NAR Code of Ethics and the Kansas Real Estate License  E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out  4	E15209	How to Determine the Valu of a Rental Property	4		•
E15212 Code of Ethics "Behave Yourself"  E15213 Tech Tips GRI 106E  E15214 Outlook E-Marketing Strategies (GRI 106R)  E15215 Fair Housing for the Residential Real Estate Professional 3	E15210	Fundamentals of 1031 Exchanges	4		$\checkmark$
E15213 Tech Tips GRI 106E  E15214 Outlook E-Marketing Strategies (GRI 106R)  E15215 Fair Housing for the Residential Real Estate Professional 3	E15211	Relocation is a Team Sport	3	✓	
E15214 Outlook E-Marketing Strategies (GRI 106R)  E15215 Fair Housing for the Residential Real Estate Professional  E15216 Client Service: A meeting of the Minds (GRI 108)  E15217 Contract Law and Formation  E15218 Contract Law and Formation  E15219 NAR Code of Ethics and the Kansas Real Estate License  E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15212	Code of Ethics "Behave Yourself"	3	✓	
E15215 Fair Housing for the Residential Real Estate Professional  E15216 Client Service: A meeting of the Minds (GRI 108)  E15217 Contract Law and Formation  E15218 Contract Law and Formation  E15219 NAR Code of Ethics and the Kansas Real Estate License  E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out  4 In the professional	E15213	Tech Tips GRI 106E	4	✓	
E15216 Client Service: A meeting of the Minds (GRI 108)  E15217 Contract Law and Formation  E15218 Contract Law and Formation  E15219 NAR Code of Ethics and the Kansas Real Estate License  E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out  4	E15214	Outlook E-Marketing Strategies (GRI 106R)	4	<b>✓</b>	
E15217 Contract Law and Formation  E15218 Contract Law and Formation  E15219 NAR Code of Ethics and the Kansas Real Estate License  E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15215	Fair Housing for the Residential Real Estate Professional	3	<b>✓</b>	
E15218 Contract Law and Formation  E15219 NAR Code of Ethics and the Kansas Real Estate License  E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15216	Client Service: A meeting of the Minds (GRI 108)	4	<b>✓</b>	
E15219 NAR Code of Ethics and the Kansas Real Estate License 4	E15217	Contract Law and Formation	4	<b>✓</b>	
E15220 Don't Come Up Short: Guiding Clients through the Tough  E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15218	Contract Law and Formation	3	<b>✓</b>	
E15221 Legal, Successful Short Sales  E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15219	NAR Code of Ethics and the Kansas Real Estate License	4	<b>✓</b>	
E15222 Today's Technology for the RE Professional  E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15220	Don't Come Up Short: Guiding Clients through the Tough	3	<b>✓</b>	
E15223 Smart Business - Smart Money  E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15221	Legal, Successful Short Sales	4	<b>✓</b>	
E15224 How to Work with Real Estate Investment - Sellers  E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15222	Today's Technology for the RE Professional	8	<b>✓</b>	
E15225 Real Estate Investing Made Easy  E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15223	Smart Business - Smart Money	4	<b>✓</b>	
E15226 Price it Right: How to Determine What a Rental Property i  E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15224	How to Work with Real Estate Investment - Sellers	4	<b>✓</b>	
E15227 Exchangin Made Easy: How to do a Real Estate Exchang  E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15225	Real Estate Investing Made Easy	4	<b>✓</b>	
E15228 Delivering Beneficial Buyer Services  E15229 Foundations: How They Work and How to Keep Them Dr  E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15226	Price it Right: How to Determine What a Rental Property i	4	<b>✓</b>	
E15229 Foundations: How They Work and How to Keep Them Dr 4  E15230 Structural Concepts: Walls and Roofs 4  E15231 Understanding the Energy Envelope: Windows, Doors an 4  E15232 Finishes: Understanding Houses Inside and Out 4	E15227	Exchangin Made Easy: How to do a Real Estate Exchang	4	<b>✓</b>	
E15230 Structural Concepts: Walls and Roofs  E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out	E15228	Delivering Beneficial Buyer Services	4	✓	
E15231 Understanding the Energy Envelope: Windows, Doors an  E15232 Finishes: Understanding Houses Inside and Out  4	E15229	Foundations: How They Work and How to Keep Them Dr	4	✓	
E15231 Understanding the Energy Envelope: Windows, Doors an 4  E15232 Finishes: Understanding Houses Inside and Out 4  E	E15230		4	<b>✓</b>	
E15232 Finishes: Understanding Houses Inside and Out 4		·	4	<b>✓</b>	
		• • •		<b>✓</b>	
E 10∠34 Doing it kignt: 5mootning the Process for Buyer and Sell 3 💌 🗀 🗀	E15234	Doing it Right: Smoothing the Process for Buyer and Sell	3	<b>✓</b>	
E15236 The Code of Ethics: Our Promise of Professionalism 4					•
E15237 Customer Driven Service 3				<b>✓</b>	

E15238	KCRAR Forms - Mastering the Changes	3	✓	
E15243	KS Real Estate License Law and NAR Code of Ethics	4		•
E15244	Outlook E-Marketing Strategies	6	<b>✓</b>	
E15500	SKILLS TO SERVE TODAY'S SAVVY CONSUMER	3	✓	
E15564	Mastering Real Estate Negotiating	4		•
E15579	Tax Considerations for Home Owners	4		$\checkmark$
E15580	Contract Law for Real Estate Professionals	4		•
E15613	Successful Buyer Client Systems	4	<b>✓</b>	
E15616	Ninja Selling: Stop Selling and Start Looking	3	<b>✓</b>	
E15622	Successful Seller Client Systems	4		$\checkmark$
E15623	Real Estate Investing Made Clear	4		•
E15636	Serving Today's Internet Buyers	3	✓	
E15637	Video Internet Marketing	3	<b>✓</b>	
E15638	Working in the Cloud	3	✓	
E15639	Tax Update 2015	3	✓	
E15640	Interesting Income Tax Aspects of Home Ownership 2015	3	✓	
E15641	The Tax Impact of Residential Real Estate Investments 2	3	✓	
M15175	Required Salesperson & Broker Core	4	✓	
M15176	Required Salesperson & Broker Core (part of GRI 103R)	4	<b>✓</b>	
M15177	Required Salesperson & Broker Core	4		$\checkmark$
M15178	Required Salesperson & Broker Core	3	✓	
M15179	Required Salesperson & Broker Core	3		•
M15180	Required Salesperson & Broker Core - Commercial	3	✓	
M15181	Required Salesperson & Broker Core: Agency Options	3	✓	
M15182	Required Salesperson & Broker Core HS-QS	4	✓	
MB5184	Required Broker Core: Salesperson Supervision, RESPA	4	<b>✓</b>	
MB5185	Required Broker Core - Common Violations: Identify and	4	✓	
MB5186	Required Broker Core - Common Violations	3	✓	
MB5187	Required Broker Core - Common Violations: Identify and	4		$\checkmark$
MB5188	Required Broker Core: Brokerage Management and Com	4	✓	
MB5189	Required Broker Core: Procedure Manual and Common V	4	✓	
MB5190	Required Broker Core: It's the Law: Common Violations	3	✓	
MB5191	Required Broker Core: Broker Supervision and Common	4		•
MB5504	Required Broker Core: Supervision & Common Violations	3	✓	

## **Kansas City Regional Association of Realtors**

One Hallbrook Place, 11150 Overbro Leawood KS 66211

#### www.kcrar.com

Phone (913) 498-1100 Fax (913) 498-1110 Code KCRAR
Jan Pringle
janp@kcrar.com
Sherry Young

Alternate Location/Contact Inf

#### SherryY@kcrar.com

Fax (913) 498-1110			SherryY@kcra	ar.com
Course C	<u>Offerings</u>	Hours	Classroom	Distance
E15248	Selling Real Estate Using Income Taxes	3	✓	
E15249	Corporate Relocation: It's a Team Sport	3	•	
E15251	Diversity: Variety is the Spice of Life	3	•	
E15252	Behave Yourself! Mandatory Code of Ethics	3	•	
E15254	This New House	3	✓	
E15255	The World of Warranties	3	•	
E15256	Inspection Insights	3	✓	
E15257	Introduction to Commercial Real Estate	3	✓	
E15259	Consumer Focused Seller Services	3	✓	
E15260	Radon for the Real Estate Transaction	3	•	
E15261	Real Estate Auctions 101	3	•	
E15262	Selling Foreclosures and REOs	3	✓	
E15263	Inspection Insights II	3	✓	
E15264	Less than 5 Years Experience?	3	•	
E15265	Pitfalls of Developing Real Estate	3	•	
E15266	Don't Come Up Short	3	✓	
E15269	Advanced Short Sales	3	•	
E15271	Expanding Housing Opportunities	6	•	
E15273	Understanding Appraisers	3	•	
E15276	Mastering REO Transactions	3	•	
E15277	That Doggone Mold	3	•	
E15491	Stellar Seller Services	3	•	
E15492	At Home with Diversity	6	•	
E15495	Negotiation	3	•	
E15508	Employer Assisted Housing	3	•	
E15509	Staging for Faster Sales	3	•	
E15510	New Home Construction	3	•	
E15531	Renovation Lending	3	•	
E15554	RPR: Showing Consumers the Truth	3	•	
E15581	Historic Properties	3	•	
E15602	KCRAR Resale Contracts	3	•	

E15625	These Walls Can Talk		3	✓	
E15646	Legislation Affecting H	omeownership	3	✓	
E15647	Safety Matters		3	<b>✓</b>	
M15582	Required Salesperson	& Broker Core	3	<b>✓</b>	
MB5247	Required Broker Core:	Intro to Commercial Real Estate In	3	<b>✓</b>	
MB5478	Required Broker Core	- Common Violations	3	<b>✓</b>	
MB5601	Kansas Required Brok	er Core	3	✓	
KSU Agricultural Economics I KSU Waters Hall Manhattan KS 66506-4023		Extension Code KSU-Ag Mykel Taylor mtaylor@ksu.edu Rich Llewelyn		Alternate Loca	tion/Contact Inf
Phon∈(785) 53 Fax	02 01 02			rvl@ksu.edu	
Course O	offerings		Hours	Classroom	Distance
A15279	Managers and Apprais	ers Winter Meeting	3	✓	
A15280	Managers and Apprais	ers Summer Meeting	3	✓	
E15281	Kansas Income Tax In	stitute	6	✓	
133 Ward Ha Manhattan KS Phone (785) 53 Fax	66506-2508	Code KSU-En Bruce Snead bsnead@ksu.edu		Alternate Loca	tion/Contact Inf
Course O	offerings		Hours	Classroom	Distance
E15282	Radon for Real Estate	Professionals	3	✓	
E15283	Radon for Real Estate	Professionals	4	✓	
3636 Alpaca I Joplin MO 648	804 noolofrealestate.com 63-5596	Code LOWRY Nancy Lowry nancy@lowryschoolofrealestate	e.com	Alternate Loca (417) 624-5596 chuck@lowrys	
Course O			Hours	Classroom	Distance
E15001	Issues Facing Real Es	tate Licensees	3	<b>✓</b>	
E15296	Listing Presentation		4	✓	
E15297					
=	Listing Presentation		4		✓
E15298	Listing Presentation  Listing Presentation		4	<b>∠</b>	
E15298 E15299	•		-	<b>✓</b>	

E45004	Democratic with a Device Olicet			<b>✓</b>
E15301	Representing the Buyer Client	4	<b>✓</b>	
E15302	Representing the Buyer Client	3		<b>✓</b>
E15303	Representing the Buyer Client	3	<b>✓</b>	_
E15304	Fair Housing	4	_	
E15305	Fair Housing	4		<b>V</b>
E15306	Fair Housing	3	<b>✓</b>	
E15307	Fair Housing	3		<b>V</b>
E15308	New Home Construction	4	•	
E15309	New Home Construction	4		<b>V</b>
E15310	New Home Construction	3	<b>✓</b>	
E15311	New Home Construction	3		<b>✓</b>
E15312	Code of Ethics	4	✓	
E15313	Code of Ethics	4		✓
E15314	Code of Ethics	3	✓	
E15315	Code of Ethics	3		•
E15316	Environmental Issues: Mold, Radon and Lead	4	✓	
E15317	Environmental Issues: Mold, Radon and Lead	4		•
E15318	Environmental Issues: Mold, Radon and Lead	3	<b>✓</b>	
E15319	Environmental Issues: Mold, Radon and Lead	3		•
E15320	FHA Financing	4	✓	
E15321	Lawsuits	3	✓	
E15322	Representation Options	3		•
E15323	Representation Options	3	✓	
E15324	Contract Issues	3	✓	
E15325	Negotiating	3	✓	
M15284	Required Salesperson and Broker Core	4	✓	
M15285	Required Salesperson and Broker Core	4		•
M15286	Required Salesperson and Broker Core	3	<b>✓</b>	
M15287	Required Salesperson and Broker Core	3		•
MB5288	Required Broker Core: Management	4	<b>✓</b>	
MB5289	Required Broker Core: Management	4		•
MB5290	Required Broker Core: Management	3	✓	
MB5291	Required Broker Core: Management	3		•
MB5292	Required Broker Core: Introduction to Commercial Real E	6	<b>✓</b>	
MB5293	Required Broker Core: Introduction to Commercial Real E	6		<b>✓</b>
MB5294	Required Broker Core: Introduction to Commercial Real E	4	<b>✓</b>	
MB5295	Required Broker Core: Introduction to Commercial Real E	4		•

MB5655	Required Broker Core	: Management/Audits - Contracts	3	✓	
McKissock L	P				
218 Liberty St	<del></del>	Code McKisso			tion/Contact Inf
Warren PA 16		Tom Davidson		Extension 113	
www.mckisso		McKstateadmin@McKissock.cor Katelyn Cormak	<u>n</u>	(866) 739-7277	7
Phone (800) 32 Fax (814) 72		katelyn.cormak@mckissock.com	1	(000) 100 1211	
Course O			Hours	Classroom	Distance
	Demystifying Appraisa	als	3		<b>✓</b>
E15328	Code of Ethics		3		<b>✓</b>
E15329	Fair Housing		4		<b>✓</b>
E15330	What Real Estate Pro	s Need to Know About FHA	4		<b>✓</b>
E15331	Liens, Taxes and Fore	eclosures	4		<b>✓</b>
E15333	Understanding the Ne	w HUD-1 and RESPA	3		<b>✓</b>
E15334	Common Mistakes Ma	ade by Rookies and the Rest of Us	3		<b>✓</b>
E15335	Basics of Green Build	ing for Real Estate	3		<b>✓</b>
E15512	Mortgages, Loans and	Laws-How They Help Your Client	3		•
E15526	Commercial Real Esta	ate from the Beginning	4		<b>✓</b>
E15527	A New Look at Contra	ct Law	3		<b>✓</b>
E15550	Give Your Clients the	Green Light: Simple Ways to Green	3		<b>✓</b>
E15571	How to Work with RE	Investors-Part 1	3		•
E15572	How to Work with RE	Investors-Part 2	3		•
E15573	Real Estate Safety: Pr	otect Yourself During a Showing	3		<b>✓</b>
E15594	It's High Tide you Got	the Facts abt Flood Insurance	3		<b>✓</b>
E15595	The End of the Paper	Trail:How to Conduct Paperless Tra	3		•
E15596	Short Sales and Fored	closures	3		<b>✓</b>
E15598	Navigating a Hot Selle	ers' Market	4		<b>✓</b>
E15610	Niche Marketing: Narr	ow Your Focus	3		<b>✓</b>
E15612	RE Safety: Protect Yo	urself During the Showing	3		<b>✓</b>
E15620	Liens, Taxes & Forecl	osures	3		<b>✓</b>
E15652	Getting Down to the F	acts about Fair Housing	3		•
E15653	Know the Code: Your	Guide to the Code of Ethics	3		•
E15654	TILA-RESPA Integrate	ed Disclosure Rule	3		✓
M15326	Required Salespersor	and Broker Core: KS BRRETA	3		•
MR5327	Required Broker Core	· Kansas Trust Fund Handling	3		<b>✓</b>

	Ity: Center for Car	reer Development Code PENFED		Alternate Loca	tion/Contact Inf
12021 E 13th Wichita KS 6	•	Patty L Sanders		Alternate Loca	tion/Contact iiii
Wichita NO 0	7200	pattys@prudentialkansas.com	1		
Phone (316) 4 Fax (316) 4					
Course C	Offerings		Hours	Classroom	Distance
E15466	NAR Code of Ethics		4	✓	
E15467	Short Sale and the Co	nsumer	3	✓	
E15468	Helping the Consumer Negotiate the Deal			✓	
E15469	Lawsuits and the Real	Lawsuits and the Real Estate Transaction			
E15470	Title Insurance and Cl	osing: How to Protect and Better Se	3	✓	
E15471	Property Inspections,	What a Consumer Should Know	3	✓	
E15472	Informing Customers	on Radon Issues	3	✓	
E15473	ABC's of Mortgage Le	nding	3	✓	
E15481	Mold and Mildew - 10	Top Myths	3	✓	
E15482	Nailing it all Together		3	✓	
E15593	Understanding Flooring Related Issues for HomeOwners			✓	
M15464	Required Salesperson & Broker Core			✓	
MB5465	Required Broker Core	: Common Violations	3	✓	
Deal Fatata	Dran Cabaal Inc				
8113-A N Oa	Prep School Inc	Code REPREP		Alternate Loca	tion/Contact Inf
Kansas City N	•	Ron Levin			
•	teprepschool.com	realestateprepschool@yahoo.	<u>com</u>		
Phone (816) 4					
`	55-2097		Houro	Classroom	Diatanas
<u>Course C</u> E15350	Electronic Transaction	on in Pool Estata	Hours	Classroom ✓	Distance
			3		<u>✓</u>
E15351	Electronic Transaction		3	✓	
E15352		Estate: A Guide for the Licensee	3		<u>✓</u>
E15353	-	Estate: A Guide for the Licensee	3	<b>✓</b>	
E15354		What, When and How	3		<u>✓</u>
E15355	•	What, When and How	3	✓	
E15356	Principles of Property	•	3		
E15357	Principles of Property		3		
E15358	1031 Tax-Free/Tax-De	-	3	<b>✓</b>	
E15359	1031 Tax-Free/Tax-De	•	3		<b>V</b>
E15360	Ethics and the Practic	e of Real Estate	3	✓	

E15361	Ethics and the Practic	e of Real Estate	3		✓
E15519	Reduce Liability in Real Estate			•	
E15520	Understanding Reverse Mortgages			✓	
E15521	MO Laws Governing t	MO Laws Governing the Transfer of Real Property			
E15522	Short Sales & Distres	sed Properties	3	✓	
E15609	Code of Ethics & Star	ndards of Practice	3	✓	
E15656	Sales Contract Key Is	sues & Red Flags	3	✓	
E15657	Fair Housing		3	✓	
M15346	Required Salespersor	n and Broker Core: Brokerage Relati	3	✓	
M15347	Required Salespersor	n and Broker Core: Brokerage Relati	3		<b>✓</b>
MB5348	Required Broker Core	e: Procedure Manual and Common V	3	✓	
MB5349	Required Broker Core	e: Procedure Manual and Common V	3		<b>✓</b>
MB5651	Required Broker Core	e: Broker Supervision & Escrow Acc	3	✓	
2070 Silver C Russellville T RealEstateCl Phone (888) 8 Fax (888) 5	N 37860 E.com 95-8839	Code RECE Meredith Bell support@realestatece.com		Alternate Locat	tion/Contact Inf
1 ax (000) 3	00 00 10				
Course C			Hours	Classroom	Distance
,			Hours 3	Classroom	Distance 🗸
Course C	<u> Offerings</u>	-The Code		Classroom	
<u>Course C</u> E15643	<u>Offerings</u> Building Green	-The Code	3		•
Course C E15643 E15644	Offerings Building Green Doing the Right Thing Personal Safety	-The Code e: Management and Common Violati	3		•
E15643 E15644 E15645 MB5642	Differings Building Green Doing the Right Thing Personal Safety Required Broker Core South Central Kar y St 7202 ealtors.com 63-3167	e: Management and Common Violati	3 3 3		
Course C E15643 E15644 E15645 MB5642 Realtors of 3 170 W Dewe Wichita KS 6 www.wichitar Phon∈(316) 2	Differings Building Green Doing the Right Thing Personal Safety Required Broker Core South Central Kar y St 7202 ealtors.com 63-3167 63-2832	e: Management and Common Violati  nsas Code WAAR Cindi Ferguson	3 3 3		
Course C E15643 E15644 E15645 MB5642 Realtors of S 170 W Dewe Wichita KS 6 www.wichitar Phon∈(316) 2 Fax (316) 2	Differings Building Green Doing the Right Thing Personal Safety Required Broker Core South Central Kar y St 7202 ealtors.com 63-3167 63-2832	e: Management and Common Violati  nsas  Code WAAR  Cindi Ferguson  cindi@wichita-realtors.com	3 3 3 3	Alternate Locat	ion/Contact Inf
Course C E15643 E15644 E15645 MB5642 Realtors of 3 170 W Dewe Wichita KS 6 www.wichitar Phon∈(316) 2 Fax (316) 2	Building Green Doing the Right Thing Personal Safety Required Broker Core  South Central Kar y St 7202 ealtors.com 63-3167 63-2832 Offerings Auction 101 - Going Core	e: Management and Common Violati  nsas  Code WAAR  Cindi Ferguson  cindi@wichita-realtors.com	3 3 3 3 Hours	Alternate Locat	ion/Contact Inf
Course C E15643 E15644 E15645 MB5642 Realtors of S 170 W Dewe Wichita KS 6 www.wichitar Phon€(316) 2 Fax (316) 2 Course C E15425	Building Green Doing the Right Thing Personal Safety Required Broker Core South Central Kar y St 7202 ealtors.com 63-3167 63-2832 Offerings Auction 101 - Going Contract: Friend or Fo	e: Management and Common Violati  ISAS  Code WAAR  Cindi Ferguson  cindi@wichita-realtors.com  Once, Going Twice	3 3 3 3 Hours	Alternate Locat	ion/Contact Inf
Course C E15643 E15644 E15645 MB5642 Realtors of S 170 W Dewe Wichita KS 6 www.wichitar Phon∈(316) 2 Fax (316) 2 Course C E15425 E15428	Building Green Doing the Right Thing Personal Safety Required Broker Core South Central Kar y St 7202 ealtors.com 63-3167 63-2832 Differings Auction 101 - Going Contract: Friend or Form	Code WAAR Cindi Ferguson cindi@wichita-realtors.com  Code WAAR Cindi Ferguson Cindi Once, Going Twice Code Poepends on What You Know	3 3 3 3 Hours 3	Alternate Locat	ion/Contact Inf
Course C E15643 E15644 E15645 MB5642 Realtors of 3 170 W Dewe Wichita KS 6 www.wichitar Phon€(316) 2 Fax (316) 2 Course C E15425 E15428 E15430	Building Green Doing the Right Thing Personal Safety Required Broker Core South Central Kar y St 7202 ealtors.com 63-3167 63-2832 Differings Auction 101 - Going Contract: Friend or Form	Code WAAR Cindi Ferguson cindi@wichita-realtors.com  Code WAAR Cindi Ferguson cindi@wichita-realtors.com	3 3 3 3 Hours 3 3 3	Alternate Locat	ion/Contact Inf
Course C E15643 E15644 E15645 MB5642 Realtors of 3 170 W Dewe Wichita KS 6 www.wichitar Phon€(316) 2 Fax (316) 2 Course C E15425 E15428 E15430 E15434	Building Green Doing the Right Thing Personal Safety Required Broker Core South Central Kar y St 7202 ealtors.com 63-3167 63-2832 Offerings Auction 101 - Going C Contract: Friend or Fo Bringing Buyer Repre Nailing it All Together Senior Real Estate Sp	Code WAAR Cindi Ferguson cindi@wichita-realtors.com  Code WAAR Cindi Ferguson cindi@wichita-realtors.com	3 3 3 3 Hours 3 3 3	Classroom  Classroom	ion/Contact Inf

E15497	Whet Your Appetite: Rea	al Estate Specialties	3	✓	
E15515	Miltary Relocation Professional			✓	
E15530	Going for the Gold: Contract to Closing			✓	
E15563	Short Sales: Ever Changing Times			✓	
E15574	Back to School: The Coo	ol Kids Ethics Course	3	✓	
E15587	Short Sales: Ever Chang	jing Times Part 2	3	✓	
E15597	Seller Representative Sp	pecialist	9	✓	
E15600	Auction Verdicts		3	✓	
E15615	Financial Roundtable		3	✓	
E15633	New-Home Construction	& Buyer Representation: Profes	6	✓	
E15634	Real Estate Marketing R	eboot: Innovate>Relate.Differenti	6	✓	
E15635	Harnessing the Power: N	Mobile Tools and Your Agency Re	3	✓	
E15648	Reform Happens!		3	✓	
E15649	There's No Such Thing a	as a One Person Tango	3	✓	
E15650	The 3 C's of Leadership:	Credibility,Commitment,Common	3	✓	
E15658	Owner Financing: The Paper Course			✓	
M15514	Required Salesperson &	Broker Core: Taking the Mystery	3	✓	
MB5516	Required Broker Core: L	eadershin Safari	3	<b>✓</b>	
	<u> </u>	eadership Garan			
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone(316) 68	ol of Kansas as 7218 35-3652	Code RSK Larry Rickard larryrickard685@gmail.com	3	Alternate Loca	tion/Contact Inf
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone(316) 68	ol of Kansas as 7218 35-3652 32-4152	Code RSK Larry Rickard	Hours	Alternate Loca  Classroom	tion/Contact Inf  Distance
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone(316) 68 Fax (316) 68	ol of Kansas as 7218 35-3652 32-4152 fferings	Code RSK Larry Rickard			
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone(316) 68 Fax (316) 68	ol of Kansas as 7218 35-3652 32-4152 fferings Required Broker Core - I	Code RSK Larry Rickard larryrickard685@gmail.com	Hours		Distance
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone(316) 68 Fax (316) 68 Course O MB5365	ol of Kansas as 7218 35-3652 32-4152 fferings Required Broker Core - I	Code RSK Larry Rickard larryrickard685@gmail.com  Money and Interest Rates and Br	Hours 4	Classroom	Distance <b>✓</b>
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone(316) 68 Fax (316) 68 Course O MB5365 MB5367	ol of Kansas as 7218 B5-3652 B2-4152 fferings Required Broker Core - I Required Broker Core - I Required Broker Core: M	Code RSK Larry Rickard larryrickard685@gmail.com  Money and Interest Rates and Br The Settlement Process: Debits a	Hours 4 4	Classroom	Distance •
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone(316) 68 Fax (316) 68 Course O MB5365 MB5367 MB5523 MB5524  Reece & Nicl 11601 Granac Leawood KS 6	ol of Kansas as 7218 35-3652 32-4152 fferings Required Broker Core - I Required Broker Core: M Required Broker Core: M Required Broker Core: S hols Training Center da 36211 reeceandnichols.com 36-5635	Code RSK Larry Rickard larryrickard685@gmail.com  Money and Interest Rates and Br The Settlement Process: Debits a Money & Interest Rates & Brokera Settlement Process: Debits & Cre	Hours 4 4 4	Classroom	Distance <b>✓</b>
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone(316) 68 Fax (316) 68 Course O MB5365 MB5367 MB5523 MB5524  Reece & Niclean Course O 11601 Granac Leawood KS 6 www.training.tean Course O 1201 Course O 1	ol of Kansas as 7218 35-3652 32-4152 fferings Required Broker Core - I Required Broker Core: M Required Broker Core: M Required Broker Core: S hols Training Center da 66211 reeceandnichols.com 66-5635 31-6897	Code RSK Larry Rickard larryrickard685@gmail.com  Money and Interest Rates and Br The Settlement Process: Debits a Money & Interest Rates & Brokera Settlement Process: Debits & Cre  Code REECEN Kathy McCarty	Hours 4 4 4	Classroom	Distance  ✓
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone(316) 68 Fax (316) 68 Course O MB5365 MB5367 MB5523 MB5524 Reece & Nici 11601 Granac Leawood KS 6 www.training.l Phone(913) 26 Fax (913) 98	ol of Kansas as 7218 35-3652 32-4152 fferings Required Broker Core - I Required Broker Core: M Required Broker Core: M Required Broker Core: S hols Training Center da 66211 reeceandnichols.com 66-5635 31-6897	Code RSK Larry Rickard larryrickard685@gmail.com  Money and Interest Rates and Br The Settlement Process: Debits a Money & Interest Rates & Brokera Settlement Process: Debits & Cre  Code REECEN Kathy McCarty	Hours 4 4 4 4	Classroom  Classroom  Alternate Loca	Distance
Realty School 3241 E Dougle Wichita KS 67 www.rsk.net Phone(316) 68 Fax (316) 68 Course O MB5365 MB5367 MB5523 MB5524  Reece & Nic 11601 Granac Leawood KS 6 www.training.l Phone(913) 26 Fax (913) 98 Course O	ol of Kansas as 7218 85-3652 82-4152 fferings Required Broker Core - I Required Broker Core: N Required Broker Core: N Required Broker Core: S hols Training Center da 66211 reeceandnichols.com 66-5635 81-6897 fferings	Code RSK Larry Rickard larryrickard685@gmail.com  Money and Interest Rates and Br The Settlement Process: Debits a Money & Interest Rates & Brokera Settlement Process: Debits & Cre  Code REECEN Kathy McCarty kathymccarty@reeceandnichols	Hours 4 4 4 4 Hours	Classroom  Alternate Loca  Classroom	Distance

E15386	Mold Education and Detection	3	<b>✓</b>	
E15387	The Code and the Law	3	<b>✓</b>	
E15388	Federal Fair Housing	3	<b>✓</b>	
E15389	Introduction to New Homes I	3	<b>✓</b>	
E15390	Introduction to New Homes IV	3	<u> </u>	
E15390	Negotiating Strategies for Real Estate	3	<u> </u>	
E15391	Environmental Concerns Associated with Real Estate Tra	3	<u> </u>	
E15393	Minimizing Risk to Environmental Health Hazard	3	<u> </u>	
E15394	MO Core: General Issues Regarding Real Estate Practice	3	<u>~</u>	
E15395	Sold! The Revised Resale Contract of KCRAR	3	<u> </u>	
E15396	Code of Ethics	3	<b>✓</b>	
E15390			✓	
E15397	Agents and Home Inspections Introduction to FHA	3	✓	
		3	✓	
E15399	Keeping it Legal	3	<b>✓</b>	
E15400	SFR Designation Course - Short Sales and Foreclosures	6	<b>✓</b>	
E15401	Negotiate This!	3	<b>✓</b>	
E15402	Accredited Buyer Representative	9	<b>✓</b>	
E15403	Commercial Real Estate Law and Disorder	3	<b>✓</b>	
E15404	Renovation Lending	3	•	
E15405	Selling HUD Homes	3	<b>▼</b>	
E15406	Successfully Selling HUD Homes	3		
E15407	Generation Buy	6	<b>✓</b>	
E15408	Green 100: Real Estate for a Sustainable Future	6	•	
E15409	BPOs: The Agent's Role in Valuation Process Course	6	•	
E15410	Green 200: The Science of Green Building	6	<b>✓</b>	
E15411	Price-Valued and the Money Game	3	<b>✓</b>	
E15412	Pitfalls of Developing Real Estate	3	<b>✓</b>	
E15413	Green 300: Greening Your Real Estate Business	6	<b>✓</b>	
E15453	SRES: Seniors Real Estate Specialist Designation Course	9	<b>✓</b>	
E15474	Advanced Short Sales: Closing the Deal	3	<b>✓</b>	
E15576	CRS 201 Listing Strategies for the Residential Specialist	9	<b>✓</b>	
E15631	TILLA-RESPA Integrated Disclosures	3	✓	
E15632	CRS 202: Effective Buyer Sales Strategies	9	✓	
M15381	Required Salesperson and Broker Core	3	✓	
M15382	Required Salesperson and Broker Core: Examples of Age	3	✓	
MB5383	Required Broker Core - Brokerage Relationships, Misrepr	3	✓	

### The CE Shop, Inc

5670 Greenwood Plaza Blvd Ste 420 Greenwood Village CO 80111

www.theceshop.com

Phone (888) 827-0777

Fax (888) 708-8212

Code CESHO Rebecca Piltingsrud

rebecca.piltingsrud@theceshop.com

Dan Tracy dan@theceshop.com education@theceshop.com

Alternate Location/Contact Inf

(720) 390-3805 support@theceshop.com

Fax (888) 7	08-8212	education@theceshop.com		support@thece	eshop.com
Course C	fferings		Hours	Classroom	Distance
E15017	Sign Here: Contract Law of	on E-Signatures	3		✓
E15018	Advocating for Short Sale	Clients	3		✓
E15137	Diversity: Your Kaleidosco	pe of Clients	3		✓
E15139	From Contract to Keys: Th	ne Mortgage Process	6		✓
E15140	Keeping it Honest: Unders	standing RE and Mortgage Frau	3		✓
E15141	Title and Escrow: Two Far	milies, One Transaction	3		✓
E15144	Accredited Staging Profes	sional (ASP)	6		✓
E15147	Today's MLS: New Paradi	gms, Better Results	3		✓
E15148	Going Green: The Enviror	nmental Movement in Real Estat	3		✓
E15149	Roadmap to Success: Bus	siness Planning for Real Estate	3		<b>✓</b>
E15151	Real Estate Investors and	Your Business	3		✓
E15152	e-PRO Certification Progra	am: Day 1	8		✓
E15153	e-PRO Certification Progra	am: Day 2	8		<b>✓</b>
E15154	Seniors Real Estate Speci	ialist (SRES designation course	9		<b>✓</b>
E15155	BPOs: The Agent's Role in	n Valuation Process Course	8		<b>✓</b>
E15156	Online Risk Management		3		<b>✓</b>
E15157	At Home with Diversity		8		<b>✓</b>
E15158	Real Estate Marketing Re	boot: Innovate>Relate>Different	6		<b>✓</b>
E15159	RPR: Real-Time Data, Ma	rket Knowledge, Informed Cons	3		✓
E15160	Generation Buy		6		<b>✓</b>
E15161	Green 100: Real Estate fo	r a Sustainable Future	6		<b>✓</b>
E15162	Green 200: The Science of	of Green Building	6		<b>✓</b>
E15163	Green 300: Greening You	r Real Estate Business	6		<b>✓</b>
E15494	Anatomy of Commercial B	Building	3		✓
E15495	The Fundamentals of Con	nmercial Real Estate	3		✓
E15498	REO Properties: Respons	ibilities, Education & Opportuniti	6		✓
E15499	Short Sales & Foreclosure	es: What RE Pros Need to Know	6		✓
E15506	Client Advocacy in Comm	ercial Real Estate	3		•
E15507	Investment Strategies in C	Commercial Real Estate	3		✓
E15511	Hot Market Strategies		3		•
E15583	Protect Your Clients with I	Data Privacy & Security	3		<b>✓</b>

E15584	Did You Serve - Ident	Did You Serve - Identifying Homebuying Advantages for			✓
E15585	Code of Ethics: Good for Your Clients & Your Business				✓
E15586	Military Relocation Professional Certification				✓
E15591	Commercial Ethics	Commercial Ethics			✓
E15599	Discovering Commerc	Discovering Commercial Real Estate			✓
E15603	Expanding Housing C	Expanding Housing Opportunities			✓
E15604	Short Sales & Foreclo	Short Sales & Foreclosures: What Pros Need to Know			✓
E15605	New Home Construct	ion & Buyer Rep: Pros, Product, Pro	6		✓
E15606	Home Sweet 2nd Hor	ne: Vacation, Inv, Luxury Properties	6		✓
E15607	Accredited Buyer's Re	epresentative Designation Course	9		✓
E15608	Seller Representative	Specialist (SRS) Designation Cours	9		✓
E15614	Personal Safety		3		✓
M15589	Required Salespersor	Required Salesperson & Broker Core: Taking the Mystery			✓
MB5502	REQUIRED BROKER	REQUIRED BROKER CORE: Commercial Landlord Repr			✓
MB5503	REQUIRED BROKER	REQUIRED BROKER CORE: Determining Value of Com			✓
MB5590	Required Broker Core	e: Leadership Safari:Brokerage to N	3		<b>✓</b>
Phon∈(913) 9	alf rk KS 66210	Code TRAININ Tameka Bryant tamekang@gmail.com Judy Johns judy@judyjohns.com		Alternate Loca	tion/Contact Inf
• •	<u>Offerings</u>		Hours	Classroom	Distance
E15626	RPR: Showing Consu	mers the Truth	3	✓	
E15630	The Virtual Brokerage		3	✓	
UMKC - Lev 5110 Cherry Kansas City Phone (816) 2 Fax (816) 2	MO 64110 235-6288	ate Center Code UMKC James DeLisle delislej@umkc.edu Stacie Babilon		Alternate Loca (816) 235-518	
	Offerings		Hours	Classroom	Distance
E15414		nd Investment Criteria	6	✓	
E15415	Legal Context of Real	Estate Decision Making	9	✓	
E15416	Market Analysis		9	<b>✓</b>	

Van Education	on				
5345 Arapahoe Ave Ste 7		Code VanEd		Alternate Location/Contact Inf	
Boulder, CO 80303		Caroline Litwinski		New Direction	·
www.vaned.com		caroline@vaned.com Clay Malcolm 877-742-1270		Louisville, CO 80027	
Phone (800) 45	55-8349	Glay Malcoll 1077-742-1270		cmalcolm@ndi	ra.com
Course Offerings			Hours	Classroom	Distance
E15619 Broker's Guide to RE Purchases for IRAs & Qualified I		urchases for IRAs & Qualified Pla	4	<b>✓</b>	
			<u> </u>		
	Builders Associa	tion Code WABA		Alternate Loca	tion/Contact Inf
730 N Main Wichita KS 67	7203	Wesley E. Galyon		Alternate Loca	tion/Contact ini
Wichita NO 07	200	debra@wabahome.com			
Phon∈(316) 26	65-4226	Debra Moore			
Fax					
Course O	_		Hours	Classroom	Distance
E15438	Certified New Home Sa	ales Professional	9	<b>✓</b>	
E15439	IRM IV - New Home Sa	lles Management/Strategies/Traini	9	<b>✓</b>	
E15440	Advanced CSP I		9	✓	
E15441	The Main Event(s) - Knock Out New Home Marketing		4	✓	
E15442	The Answer to the Question Is Now!		4	<b>✓</b>	
E15443	10 Point Game Plan for Achieving Business Success in R		4	<b>✓</b>	
E15444	Closing the Sale		4	✓	
E15445	Creative Marketing vs S	Selling	4	•	
E15446	25 Tough Market Home	e Selling Secrets	4	✓	
E15447	Creating Urgency in a N	Non-Urgent Housing Market	4	✓	
E15448	Effective Marketing on	a Shoestring Budget	6	<b>✓</b>	
E15449	Internet Marketing: Tak	ing New Home Sales to the Next L	3	✓	
E15450	Low Cost Marketing Str	rategies	6	✓	
E15577	Selling the Newly Cons	tructed Home	4	✓	
E15578	The New Home Buying	Process	4	✓	
Wieleite Ctet	a Hairranaitre				
Wichita State University  185 Fairmount Code WSU		Code WSU		Alternate Loca	tion/Contact Inf
Wichita KS 67		Dr. Stanley Longhofer			
		realestate@wichita.edu			
Phon∈(316) 97					
Fax (316) 97				01	D: (
Course O	<u>tterings</u>		Hours	Classroom	Distance

If you need this list in a larger font or other accomodation, please email krec@krec.ks.gov.

RE Investment Disposition Analysis

E15496

✓

3